



**Section 10 - Area W - Region 68
General Board Meeting Agenda
Wednesday, January 17, 2024**



In Attendance: Jeannette Rossling, Heatherly Topete, Dominique Colell, Patty Donovan, Brian Rossling, Don Barber, Mark Jue, LeeElle Tullis, Jim Bak, Keith Fichtelman, Stacie Jue, Tim Azbell, Rich Frank, Wendy James, Vanessa Barragan, Darren Hartwich, Bob Dawson, Ian McGraw, Isaac Oben

1. Call to order: 7:07 pm

Patty Donovan makes a motion to approve January 2024 meeting agenda. Dominique Colell seconds. All in favor. Motion passes unanimously

2. Board Elections: Tim Azbell and Rich Frank, Election Managers

A. Presentation of Slate

- a. The Election and Slate of Candidates was advertised at previous Region 68 General Board Meetings, through email notifications, and online via the Region 68 website.
- b. 2024 Slate of Candidates:

Regional Commissioner (3 year term)	Jeannette Rossling (Incumbent)
Treasurer (1 year term)	Darren Hartwich (Incumbent)
Registrar	Stacie Jue (Incumbent)
Child & Volunteer Protection Advocate	Heatherly Topete (Incumbent)
Coach Administrator	Dominique Colell (Incumbent)
Referee Administrator	Isaac Oben
Safety Director	Oscar Sepulveda III (Incumbent)

B. Open Write-In for Candidates

- a. No write-in candidates were named

C. Voting

- a. On January 17, 2024 at 7 pm Board Elections were held as the first point of order after the meeting was convened. The slate of candidates was presented, and the board room was solicited for any additional candidates to put their name forward for any position. No additional candidates were added to the slate.
- b. Having no additional candidates **Rich Frank motions for a vote on the uncontested slate of candidates by acclamation of the Board, Tim Azbell seconds this motion. All in favor, motion passes unanimously, none against, no abstentions.**

3. Reports

Regional Commissioner- Jeannette Rossling

Metrics:

A. Calendar:

1. Area 10W All Star Championships- January 20th & 21st
2. EXPO Sections 1/10/11- April 4th – 7th Pasadena, CA
3. California Strawberry Cup- May 4th (Boys Weekend + Girls 16U&19U) PV Fields
May 18th (Girls weekend G10, G12, G14) PV Fields
4. Jeannette out of state- May 13th-19th (Jason's 8th Grade Trip to DC)
5. NAGM- May 23rd- 26th Denver, CO

Completed activities: December Meeting, AREA meeting, PVPRD field requests for July-December 2024, CSO Agreement

Ongoing activities: recruiting new board members, board elections

Upcoming activities: AREA All Star Championship at PV Fields

Regional Treasurer- Darren Hartwich

Calendar:

A. Completed activities:

- Sent invoices and reminders to Regions for Livescan

B. Ongoing activities:

- Detailed reports to monitor expenses versus budgets by Department - Department heads sent budgets vs. expenditures for July 1 – mid-January
- Outstanding collection of invoices

C. Upcoming Activities:

- Budget process
 - 23/24 Budgets sent out with expenses to date and forecast and hardcopies – Need returned to Treasurer by January 31, 2023
 - Need to review and provide updated budgets for 24/25
 - 2 categories of expenses
 - Discretionary costs – costs that can be reduced without impacting overall operations – for example volunteer recognition, food, etc.
 - Assumptions:
 - Status quo

- 10% cut over this year (actuals & forecast)
- 20% cut over this year (actuals & forecast)

Non-discretionary costs – costs that cannot be reduced without impacting overall operations and should be increased to account for inflation – for example uniforms, field paint, etc.

- Assume increase of at least 5%
- Determine capital expenditures and estimates for MY 24/25

Statement of Activity

July - December, 2023

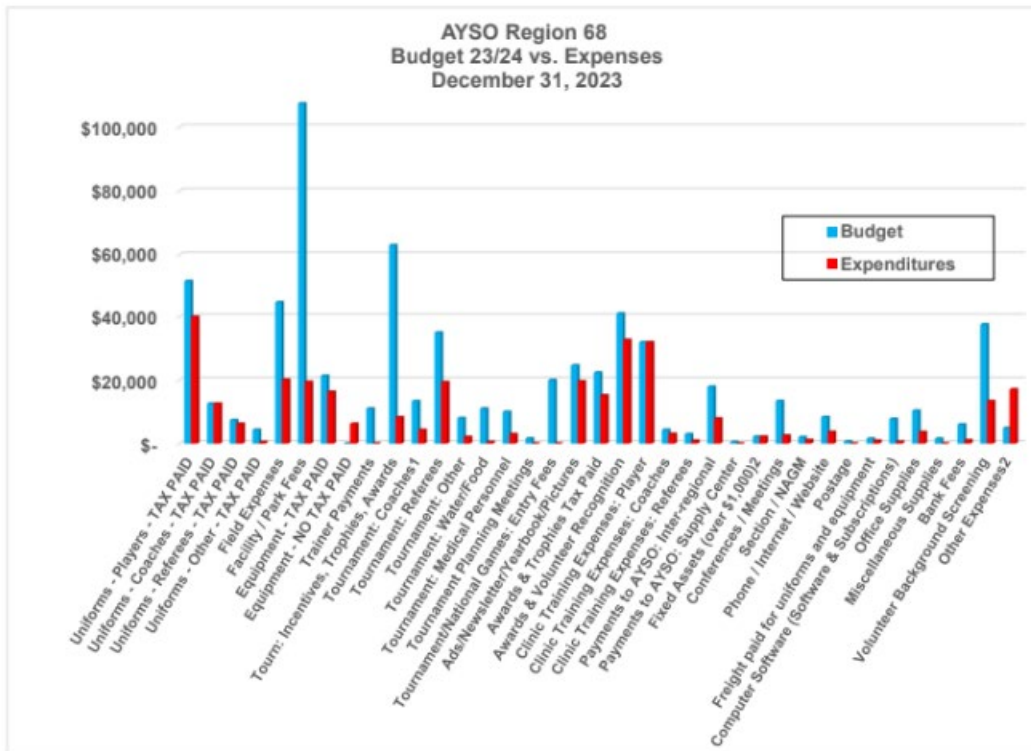
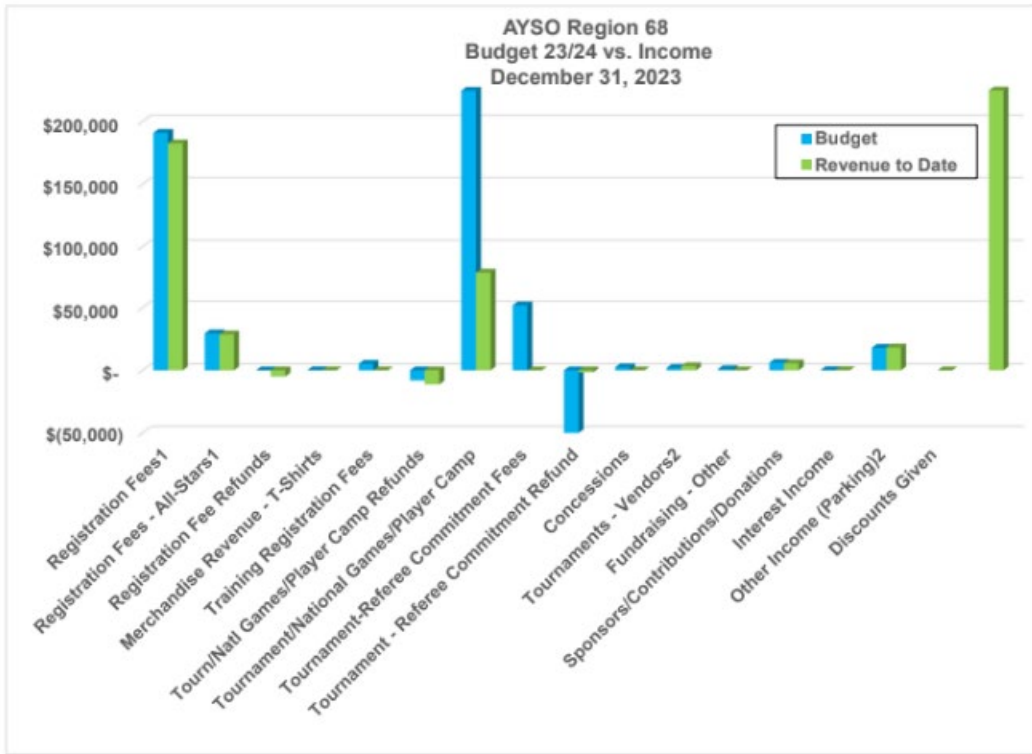
	Total
REVENUE	
4005 Registration Fees	211,474.00
4006 Registration Fee Refunds	-4,952.25
4020 Tournament/National Games/Player Camp Refunds	-11,258.42
4021 Tournament/National Games/Player Camp	78,147.00
4023 Tournament - Referee Commitment Refund	-1,566.66
4025 Tournaments - Vendors	3,410.00
4310 Sponsors/Contributions/Donations	5,674.38
4959 Other Income	18,282.86
9105 Interest Income	167.07
Discounts given	-80.00
Total Revenue	299,297.98
GROSS PROFIT	299,297.98
EXPENDITURES	
5101 Uniforms - Players - TAX PAID	39,959.25
5102 Uniforms - Coaches - TAX PAID	12,559.92
5103 Uniforms - Referees - TAX PAID	6,228.44
5104 Uniforms - Other - TAX PAID	465.31
5111 Field expenses	20,127.52
5115 Facility/Park Fees	19,417.36
5130 Equipment - TAX PAID	16,295.02
5135 Equipment - NO TAX PAID	6,224.44
5220 Tourn/Player-Incentives,Trophies,Awards	8,246.05
5221 Tournament - Coaches Expenses	4,271.38
5222 Tournament - Referee Expenses	19,366.50
5223 Tournament - Other	2,045.05
5224 Tournament - Water, Food	482.20
5226 Tournament - Medical Personnel	2,942.50
5255 Ads/Social Media/Newsletter/Yearbook/Pictures	19,603.39
5272 Awards & Trophies TAX PAID	15,179.32
5274 Volunteer Recognition	32,660.63
5431 Clinic Training Expenses - Player	31,920.00
5432 Clinic Training Expenses - Coaches	3,000.00
5433 Clinic Training Expenses - Referees	858.20
5701 Payments to AYSO Inter-regional	7,860.00
5706 Volunteer Membership Program & Screening	13,371.00
5801 Assets (over \$1,000)	2,143.93
7430 Conferences/Meetings	2,491.19
7431 Section/NAGM	1,054.63
7515 Phone/Internet/website	3,638.68
7540 Freight paid for uniforms and equipment	853.19

	Total
7610 Computer Software (Software & Subscriptions)	548.79
7625 Office Supplies	3,588.87
8305 Bank and Credit Card Fees	1,023.74
8595 Other Expenses	17,084.39
Total Expenditures	315,490.89
NET OPERATING REVENUE	-16,192.91
NET REVENUE	\$ -16,192.91

Statement of Financial Position

As of December 31, 2023

	Total
ASSETS	
Current Assets	
Bank Accounts	
1000 Cash	217,649.16
Total Bank Accounts	217,649.16
Total Current Assets	217,649.16
TOTAL ASSETS	\$217,649.16
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
2150 Divvy Credit Card Payable	1,061.97
Total Credit Cards	1,061.97
Total Current Liabilities	1,061.97
Total Liabilities	1,061.97
Equity	
Opening Balance Equity	288,451.06
Retained Earnings	-55,670.96
Net Revenue	-16,192.91
Total Equity	216,587.19
TOTAL LIABILITIES AND EQUITY	\$217,649.16



Metrics:

- Updating rules
- Updating safety form

New Business:

- 2024 Application in progress
- Submit 2024 AYSO application

Old Business:

- Interviewed GotSoccer at United Soccer Coaches conference

4. Old Business

- All Stars & Tournament Team Update- Ian McGraw
- California Strawberry Cup 2024 Update- Tim Azbell
- Facilities Update- Justin Schlimgen
- Camarillo Cup 2024 Update- Bob Dawson
- Player Development & United Update- Phil Poulsen
- Spring Clinic & Summer Day Camps
 - PeachJar flyer and other advertising opportunities

5. New Business

6. Next scheduled General Board meeting on February 21, 2024.

**Rich Frank makes a motion to adjourn meeting. Tim Azbell seconds.
All in favor. Motion passes unanimously.**

7. Meeting adjourned at 8:25pm

Respectfully submitted by Heatherly Topete, Board Secretary, AYSO Region 68

